



# FAIRFAX COUNTY

## DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT

12000 Government Center Parkway, Suite 427

Fairfax, Virginia 22035-0013

[www.co.fairfax.va.us/dpsm](http://www.co.fairfax.va.us/dpsm)

V I R G I N I A

Telephone: (703) 324-3201 Fax: (703) 324-3228 TTY 1-800-828-1140

JUN 20 2001

### NOTICE OF AWARD OF CONTRACT

SUBJECT: Wireless Telecommunications Base Station; Develop & Manage at FCPS sites

CONTRACT NUMBER: RQ01-478394-39A

COMMODITY CODE: 3661

CONTRACT PERIOD: Date of Award through June 30, 2003

RENEWALS: Four (4) two-year renewals

SUPERSEDES CONTRACT: N/A

CONTRACTOR:

A) Milestone Communications  
1890 Preston White Drive  
Suite 103  
Reston, Virginia 20191

VENDOR CODE:

B541982061 01

TERMS: NET 30

PRICES: SEE PROPOSAL

INSURANCE CERTIFICATES REQUIRED

FOB: N/A

DPSM CONTRACTUAL CONTACT:

Becky McKinney, CPPB, (703) 324-3273

Fax: (703) 324-3228

Email: [elizabeth.mckinney@co.fairfax.va.us](mailto:elizabeth.mckinney@co.fairfax.va.us)

CONTRACTOR CONTACT:

A) Leonard Forkas, President and CEO

Telephone Number: 703-620-2555

Fax Number: 703-620-8889

Email: [len@milestonecorp.com](mailto:len@milestonecorp.com)

SPECIAL INFORMATION AND INSTRUCTIONS FOR COUNTY AGENCIES ONLY:

Those agencies appearing on the Distribution List, who require the items and/or services covered by this contract in a firm-fixed quantity on a specific date, may enter into CASPS (County and Schools Procurement System) a purchase requisition indicating the item/service required, the quantity, and the delivery date. The purchase requisition must be annotated with the contract number indicated on page 1.

Upon receipt of the purchase requisition, a purchase order will be executed.

  
for Armand E. Malo, CPPO  
Director/County Purchasing Agent

AEM/eam

DISTRIBUTION:

Contractor	Contract Administrator
Office of Finance - Accounts Payable	Control Copy
Dept. of Education - Supply Operations	FCPS-Facilities Operations-Dave Watkins
Assistant Buyer Team 2-Kelly Bodden	

JUL 17 2001



# FAIRFAX COUNTY

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT  
12000 GOVERNMENT CENTER PARKWAY, SUITE 427  
FAIRFAX, VIRGINIA 22035-0013

www.co.fairfax.va.us/dpsm

VIRGINIA

TELEPHONE: (703) 342-3201 FAX: (703) 324-3223 TTY: 1-800-828-1140

ISSUE DATE: February 28, 2001	REQUEST FOR PROPOSAL NUMBER: RFP01-478394-39	FOR: Wireless Telecommunications Base Station; Develop and Manage at Fairfax County Public School Sites
AGENCY: FCPS	DATE/TIME OF CLOSING: April 4, 2001 @ 4:00 P.M.	CONTRACT ADMINISTRATOR: Becky McKinney/703-324-3273 or elizabeth.mckinney@co.fairfax.va.us

Proposal - In accordance with the following and in compliance with all terms and conditions, unless otherwise noted, the undersigned offers and agrees, if this proposal is accepted, to furnish items or services for which prices are quoted, at the price set opposite each item, delivered or furnished to designated points within the time specified. It is understood and agreed that with respect to all terms and conditions accepted by Fairfax County under acceptance below, items or services offered and accompanying attachments shall constitute a contract.

**NAME AND ADDRESS OF FIRM:**

Milestone Communications  
1890 Preston White Dr.

Telephone/Fax No.:

703-620-2555 / 703-620-588

E-Mail Address:

len@milestonecorp.com

VA State Contractor's License No.:

0019606260

Suite 103

Reston, VA 20191

Federal Social Security No.:

54-1982061

Prompt Payment Discount:

NA  
% for payment within days/net days

Fairfax License Tax No.:

000274083

CHECK ONE: ☐ INDIVIDUAL

☐ PARTNERSHIP

☒ CORPORATION

State in which Incorporated:

DE

*Leonard Forkas*  
Vendor Legally Authorized Signature

Leonard Forkas, President & CEO

Print Name and Title

Date

Secretary

(Impress  
Corporate Seal  
Here)

By signing this proposal, Offeror certifies, acknowledges, understands, and agrees to be bound by the conditions set forth in Paragraph 64 of the General Conditions and Instructions to Bidders, regarding financial disclosure requirements.

**ACCEPTANCE AGREEMENT-COUNTY OF FAIRFAX** (This is not an order-Purchase Order will follow.)

CONTRACT NUMBER: RQ01-478394-39A

DATE: JUN 20 2001

Accepted as to Item(s) Indicated: Awarded as proposed and pursuant to the attached Memorandum of Negotiations. An original Certificate of Insurance, as described in paragraph 23.4 of the Special Provisions, is required within ten (10) days of this award.

*Elizabeth A. McKinney*  
Contract Administrator  
ELIZABETH A. MCKINNEY CPPB

*Cathryn A. Muse*  
Purchasing Agent  
for ARMANDE MALO CPPB

Sealed proposals subject to terms and conditions of this Request for Proposal will be received at 12000 Government Center Parkway, Suite 427, Fairfax, Virginia 22035 until time/date specified above for furnishing items or services delivered or furnished to specified destinations within the time specified or stipulated by the offeror.

AN EQUAL OPPORTUNITY PURCHASING ORGANIZATION

(DPSM32) rev5/00r

PRICING SCHEDULE

The following documents which are included in this Solicitation shall be incorporated by reference in the resulting contract and become a part of said contract:

- A. County of Fairfax Proposal Form/Acceptance Agreement (Cover Sheet)
- B. General Conditions, Pages 1 through 9
- C. Special Provisions & Specifications, Pages 10 through 21
- D. Pricing Schedule, Pages 23 through 29
- E. Listing of Potential Subcontractors, Appendix A
- F. Purchase Order

**SMALL AND MINORITY BUSINESS ENTERPRISES:**

The Fairfax County Human Rights Ordinance and relevant Federal and State Laws, orders and regulations, require Fairfax County to ensure that its procurement practices are non-discriminatory and promote equality of opportunity for Small and Minority Business Enterprises.

**Definitions:****1. Small Business:**

Means a corporation, partnership, sole proprietorship, or other legal entity formed for the purpose of making a profit, which is independently owned and operated, has either fewer than 100 employees, or less than \$1,000,000 in annual gross receipts. (Supersedes paragraph 41c of General Conditions and Instructions to Bidders.)

**2. Minority Business:**

Means a business enterprise that is at least 51 percent owned and controlled by a minority person or persons. Such persons include African Americans, Hispanic Americans, Asian Americans, American Indians, Eskimos and Aleuts; women regardless of race or ethnicity; and **persons with disabilities**: a physical or mental impairment that substantially limits one or more of the major life activities of such individual, a record of such impairment, or who are regarded as having such an impairment. (Supersedes paragraph 41d of General Conditions and Instructions to Bidders.)

**3. Sheltered Workshop:**

Means a work-oriented rehabilitative facility with a controlled working environment and individual goals which utilizes work experience and related services for assisting the handicapped person to progress toward normal living and a productive vocational status.

**PLEASE CHECK THE FOLLOWING INFORMATION RELEVANT TO YOUR FIRM:**

- |   |  |   |
|---|--|---|
| <input type="checkbox"/> Owned by Person(s) with Disabilities | <input checked="" type="checkbox"/> Small Business | <input type="checkbox"/> Sheltered Workshop |
| <input type="checkbox"/> Women Owned                          | <input type="checkbox"/> Hispanic American         | <input type="checkbox"/> Asian American     |
| <input type="checkbox"/> African American                     | <input type="checkbox"/> Eskimo and Aleuts         |   |
| <input type="checkbox"/> American Indian                      |  |   |

The above information is requested for statistical purposes only. All firms tendering responses will receive equal consideration for award.

**CONTACT FOR ADMINISTRATION:**

NAME: Milestone Communications ATTN: Peter Melmed  
 ADDRESS: (Office) 1890 Preston White Drive, Suite 103, Reston, VA 20191  
703-620-2555 ext. 109  
 TELEPHONE/FAX: (Office) 703-620-8889 fax E-MAIL: peterm@milestonecorp.com

PAY TO ADDRESS: (If different from Firm address on Cover Page)

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**MEMORANDUM OF NEGOTIATIONS**

**RFP01-486394-39**

During discussion between FAIRFAX COUNTY (the COUNTY) and Smartpole, Inc., d/b/a/ Milestone Communications, (the CONTRACTOR) and pursuant to the General Conditions and Instructions to Bidders and Special Provisions portion of the above stated contract, the following specific points were discussed, amended or agreed upon:

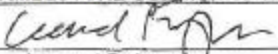
1. The scope of services for new and existing leases on existing structures is amended to delete the requirement for rent collection, rent disbursement and financial reporting.
2. The Master Lease Agreement submitted by Milestone Communications in conjunction with this RFP shall be submitted for legal review and comment by FCPS Attorney's (Hutton and Williams). Based upon this review, final documents shall be mutually agreed to between the parties.

The contract documents, which constitutes the entire contract, include the following:

- (a) Fairfax County Request for Proposal, RFP01-478394-39; Issued February 28, 2001, which contains the General Conditions and Special Provisions;
- (b) Addendum Number 1 dated March 23, 2001;
- (c) The Milestone Technical and Business Proposals dated April 11, 2001;
- (d) The approved Master Lease Agreement as described in subparagraph 2, above;
- (e) The Memorandum of Negotiations.
- (f) Any subsequent amendments issued to this contract.

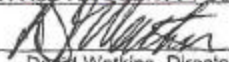
WE CONCUR WITH THE ABOVE STATEMENTS:

**FOR MILESTONE COMMUNICATIONS**

  
\_\_\_\_\_  
Leonard Forkas, Jr.  
President and CEO

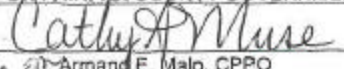
6/13/01  
\_\_\_\_\_  
Date

**FOR FAIRFAX COUNTY PUBLIC SCHOOLS**

  
\_\_\_\_\_  
David Watkins, Director  
Administration and Operation Services  
Department of Facilities Services

6/19/01  
\_\_\_\_\_  
Date

**FOR FAIRFAX COUNTY GOVERNMENT**

  
\_\_\_\_\_  
Armand E. Malo, CPPO  
Director/County Purchasing Agent

6/19/01  
\_\_\_\_\_  
Date